

**EXHIBIT B**

**TO DECLARATION OF JANICE V. MITRIUS**

# **AIPLA**

## **2015 Report of the Economic Survey**

**Prepared Under Direction of  
Law Practice Management Committee**



**American Intellectual Property Law Association**  
241 18th Street South, Suite 700  
Arlington, Virginia 22202  
[www.aipla.org](http://www.aipla.org)

**Average hourly billing rate in 2014 (Q29)****Private Firm, Partner**

|  |                        | Average hourly billing rate in 2014 |                   |                           |                          |                      |                          |                           |
|--|------------------------|-------------------------------------|-------------------|---------------------------|--------------------------|----------------------|--------------------------|---------------------------|
|  |                        | Number of<br>Individuals            | Mean<br>(Average) | 10th<br>Percentile<br>10% | First<br>Quartile<br>25% | Median<br>(Midpoint) | Third<br>Quartile<br>75% | 90th<br>Percentile<br>90% |
| <b>All Individuals</b>   |                        | 402                                 | \$471             | \$300                     | \$350                    | \$425                | \$529                    | \$709                     |
| Years of<br>Intellectual<br>Property Law<br>Experience                                       | 5-6                    | 6                                   | \$255             | ISD                       | \$232                    | \$258                | \$278                    | ISD                       |
|  | 7-9                    | 21                                  | \$338             | \$261                     | \$295                    | \$310                | \$398                    | \$470                     |
|  | 10-14                  | 55                                  | \$389             | \$288                     | \$312                    | \$375                | \$450                    | \$500                     |
|  | 15-24                  | 163                                 | \$468             | \$300                     | \$365                    | \$425                | \$515                    | \$692                     |
|  | 25-34                  | 100                                 | \$517             | \$331                     | \$400                    | \$483                | \$588                    | \$870                     |
|  | 35 or More             | 54                                  | \$553             | \$353                     | \$409                    | \$508                | \$653                    | \$855                     |
| Location   | Boston CMSA            | 18                                  | \$576             | \$390                     | \$421                    | \$503                | \$786                    | \$831                     |
|  | NYC CMSA               | 30                                  | \$530             | \$337                     | \$368                    | \$400                | \$634                    | \$995                     |
|  | Philadelphia CMSA      | 14                                  | \$510             | \$325                     | \$450                    | \$480                | \$556                    | \$778                     |
|  | Washington, DC CMSA    | 71                                  | \$534             | \$350                     | \$400                    | \$485                | \$640                    | \$824                     |
|  | Other East             | 17                                  | \$427             | \$298                     | \$342                    | \$420                | \$490                    | \$600                     |
|  | Metro Southeast        | 12                                  | \$439             | \$306                     | \$331                    | \$430                | \$538                    | \$606                     |
|  | Other Southeast        | 11                                  | \$379             | \$306                     | \$330                    | \$340                | \$400                    | \$600                     |
|  | Chicago CMSA           | 26                                  | \$452             | \$338                     | \$375                    | \$415                | \$521                    | \$591                     |
|  | Minne.-St. Paul PMSA   | 21                                  | \$399             | \$268                     | \$305                    | \$395                | \$483                    | \$556                     |
|  | Other Central          | 85                                  | \$391             | \$275                     | \$300                    | \$350                | \$458                    | \$558                     |
|  | Texas                  | 25                                  | \$501             | \$298                     | \$370                    | \$440                | \$598                    | \$860                     |
|  | Los Angeles CMSA       | 9                                   | \$561             | ISD                       | \$405                    | \$575                | \$660                    | ISD                       |
|  | San Francisco CMSA     | 18                                  | \$651             | \$427                     | \$493                    | \$530                | \$863                    | \$937                     |
|  | Other West             | 45                                  | \$411             | \$272                     | \$338                    | \$400                | \$478                    | \$530                     |
| IP Technical<br>Specialization<br>(>=50%)  | Biotechnology          | 16                                  | \$483             | \$311                     | \$355                    | \$410                | \$583                    | \$862                     |
|  | Chemical               | 30                                  | \$389             | \$286                     | \$300                    | \$368                | \$431                    | \$600                     |
|  | Computer Hardware      | 5                                   | \$348             | ISD                       | \$275                    | \$350                | \$420                    | ISD                       |
|  | Computer Software      | 37                                  | \$427             | \$300                     | \$363                    | \$400                | \$493                    | \$628                     |
|  | Electrical             | 39                                  | \$488             | \$300                     | \$325                    | \$435                | \$600                    | \$825                     |
|  | Mechanical             | 84                                  | \$436             | \$298                     | \$341                    | \$405                | \$500                    | \$591                     |
|  | Medical/ Health Care   | 20                                  | \$496             | \$287                     | \$388                    | \$492                | \$579                    | \$698                     |
|  | Pharmaceutical         | 13                                  | \$520             | \$329                     | \$409                    | \$480                | \$600                    | \$828                     |
| Age  | Younger than 35        | 3                                   | \$315             | ISD                       | ISD                      | \$340                | ISD                      | ISD                       |
|  | 35-39                  | 29                                  | \$348             | \$250                     | \$268                    | \$300                | \$383                    | \$480                     |
|  | 40-44                  | 48                                  | \$425             | \$290                     | \$300                    | \$375                | \$469                    | \$621                     |
|  | 45-49                  | 75                                  | \$457             | \$300                     | \$350                    | \$415                | \$515                    | \$720                     |
|  | 50-54                  | 82                                  | \$459             | \$300                     | \$366                    | \$437                | \$503                    | \$635                     |
|  | 55-59                  | 64                                  | \$515             | \$348                     | \$400                    | \$483                | \$595                    | \$795                     |
|  | 60 or Older            | 99                                  | \$523             | \$335                     | \$390                    | \$495                | \$600                    | \$850                     |
| Gender   | Male                   | 349                                 | \$477             | \$300                     | \$360                    | \$430                | \$550                    | \$725                     |
|  | Female                 | 48                                  | \$433             | \$300                     | \$300                    | \$400                | \$500                    | \$620                     |
| Highest Non-Law<br>Degree  | Bachelor's Degree      | 268                                 | \$464             | \$300                     | \$350                    | \$425                | \$510                    | \$701                     |
|  | Master's Degree        | 86                                  | \$474             | \$297                     | \$343                    | \$408                | \$550                    | \$802                     |
|  | Doctorate Degree       | 23                                  | \$456             | \$315                     | \$335                    | \$438                | \$585                    | \$648                     |
| Ethnicity  | White/Caucasian        | 360                                 | \$467             | \$300                     | \$350                    | \$425                | \$520                    | \$705                     |
|  | Hispanic/Latino        | 6                                   | \$540             | ISD                       | \$493                    | \$550                | \$605                    | ISD                       |
|  | Asian/Pacific Islander | 12                                  | \$446             | \$262                     | \$309                    | \$413                | \$559                    | \$775                     |
|  | Blended                | 7                                   | \$385             | ISD                       | \$275                    | \$400                | \$475                    | ISD                       |
|  | Other                  | 3                                   | \$937             | ISD                       | ISD                      | \$1,000              | ISD                      | ISD                       |
| Full-time<br>Intellectual<br>Property lawyers<br>and agents in the<br>firm or<br>corporation | 1-2                    | 32                                  | \$386             | \$300                     | \$301                    | \$373                | \$450                    | \$507                     |
|  | 3-5                    | 61                                  | \$392             | \$275                     | \$328                    | \$400                | \$428                    | \$525                     |
|  | 6-10                   | 58                                  | \$407             | \$289                     | \$326                    | \$400                | \$475                    | \$550                     |
|  | 11-25                  | 93                                  | \$436             | \$297                     | \$350                    | \$400                | \$480                    | \$600                     |
|  | 26-50                  | 71                                  | \$487             | \$303                     | \$380                    | \$450                | \$515                    | \$696                     |
|  | 51-100                 | 45                                  | \$565             | \$380                     | \$451                    | \$510                | \$705                    | \$829                     |
|  | 101-150                | 20                                  | \$640             | \$408                     | \$505                    | \$600                | \$720                    | \$971                     |
|  | More than 150          | 21                                  | \$733             | \$480                     | \$594                    | \$795                | \$868                    | \$942                     |



**Average hourly billing rate in 2014 (Q29)**

**Private Firm, Associate**

|  |                        | Average hourly billing rate in 2014 |                   |                           |                          |                      |                          |                           |
|--|------------------------|-------------------------------------|-------------------|---------------------------|--------------------------|----------------------|--------------------------|---------------------------|
|  |                        | Number of<br>Individuals            | Mean<br>(Average) | 10th<br>Percentile<br>10% | First<br>Quartile<br>25% | Median<br>(Midpoint) | Third<br>Quartile<br>75% | 90th<br>Percentile<br>90% |
| <b>All Individuals</b>   |                        | 222                                 | <b>\$343</b>      | \$205                     | \$250                    | \$315                | \$416                    | \$550                     |
| Years of<br>Intellectual<br>Property Law<br>Experience                                       | Fewer than 5           | 75                                  | \$279             | \$186                     | \$210                    | \$255                | \$300                    | \$419                     |
|  | 5-6                    | 27                                  | \$348             | \$228                     | \$250                    | \$330                | \$380                    | \$537                     |
|  | 7-9                    | 48                                  | \$366             | \$225                     | \$282                    | \$340                | \$408                    | \$600                     |
|  | 10-14                  | 32                                  | \$357             | \$233                     | \$272                    | \$335                | \$438                    | \$484                     |
|  | 15-24                  | 22                                  | \$472             | \$276                     | \$411                    | \$450                | \$581                    | \$631                     |
|  | 25-34                  | 6                                   | \$486             | ISD                       | \$386                    | \$530                | \$573                    | ISD                       |
|  | 35 or More             | 4                                   | \$448             | ISD                       | \$373                    | \$445                | \$525                    | ISD                       |
| Location   | Boston CMSA            | 12                                  | \$412             | \$207                     | \$301                    | \$443                | \$500                    | \$611                     |
|  | <b>NYC CMSA</b>        | 16                                  | <b>\$481</b>      | \$272                     | \$368                    | \$443                | \$636                    | \$690                     |
|  | Philadelphia CMSA      | 4                                   | \$326             | ISD                       | \$273                    | \$315                | \$389                    | ISD                       |
|  | Washington, DC CMSA    | 47                                  | \$363             | \$250                     | \$285                    | \$350                | \$400                    | \$534                     |
|  | Other East             | 9                                   | \$298             | ISD                       | \$248                    | \$290                | \$315                    | ISD                       |
|  | Metro Southeast        | 10                                  | \$372             | \$241                     | \$284                    | \$350                | \$435                    | \$590                     |
|  | Other Southeast        | 8                                   | \$236             | ISD                       | \$178                    | \$237                | \$288                    | ISD                       |
|  | <b>Chicago CMSA</b>    | 11                                  | <b>\$418</b>      | \$252                     | \$285                    | \$445                | \$470                    | \$617                     |
|  | Minne.-St. Paul PMSA   | 11                                  | \$240             | \$184                     | \$209                    | \$240                | \$250                    | \$328                     |
|  | Other Central          | 30                                  | \$255             | \$161                     | \$199                    | \$245                | \$303                    | \$335                     |
|  | Texas                  | 16                                  | \$333             | \$142                     | \$236                    | \$253                | \$449                    | \$631                     |
|  | Los Angeles CMSA       | 8                                   | \$412             | ISD                       | \$291                    | \$380                | \$570                    | ISD                       |
|  | San Francisco CMSA     | 7                                   | \$463             | ISD                       | \$420                    | \$425                | \$575                    | ISD                       |
|  | Other West             | 33                                  | \$309             | \$200                     | \$250                    | \$300                | \$347                    | \$406                     |
|  | Biotechnology          | 15                                  | \$338             | \$208                     | \$270                    | \$300                | \$425                    | \$500                     |
|  | Chemical               | 18                                  | \$341             | \$200                     | \$254                    | \$328                | \$420                    | \$482                     |
| IP Technical<br>Specialization<br>(>=50%)  | Computer Hardware      | 3                                   | \$297             | ISD                       | ISD                      | \$270                | ISD                      | ISD                       |
|  | Computer Software      | 38                                  | \$374             | \$219                     | \$248                    | \$323                | \$488                    | \$605                     |
|  | Electrical             | 25                                  | \$356             | \$191                     | \$243                    | \$305                | \$458                    | \$634                     |
|  | Mechanical             | 37                                  | \$309             | \$178                     | \$245                    | \$300                | \$386                    | \$450                     |
|  | Medical/ Health Care   | 10                                  | \$343             | \$192                     | \$220                    | \$355                | \$425                    | \$467                     |
|  | Pharmaceutical         | 11                                  | \$398             | \$211                     | \$315                    | \$388                | \$520                    | \$653                     |
|  | Other areas            | 3                                   | \$260             | ISD                       | ISD                      | \$250                | ISD                      | ISD                       |
| Age  | Younger than 35        | 73                                  | \$306             | \$186                     | \$213                    | \$255                | \$360                    | \$486                     |
|  | 35-39                  | 62                                  | \$349             | \$232                     | \$279                    | \$335                | \$411                    | \$499                     |
|  | 40-44                  | 32                                  | \$335             | \$208                     | \$255                    | \$313                | \$379                    | \$504                     |
|  | 45-49                  | 20                                  | \$366             | \$210                     | \$259                    | \$364                | \$450                    | \$561                     |
|  | 50-54                  | 17                                  | \$425             | \$262                     | \$305                    | \$435                | \$538                    | \$628                     |
|  | 55-59                  | 8                                   | \$373             | ISD                       | \$243                    | \$355                | \$521                    | ISD                       |
|  | 60 or Older            | 6                                   | \$486             | ISD                       | \$418                    | \$500                | \$556                    | ISD                       |
| Gender   | Male                   | 182                                 | \$350             | \$206                     | \$250                    | \$320                | \$420                    | \$550                     |
|  | Female                 | 38                                  | \$309             | \$169                     | \$235                    | \$300                | \$370                    | \$472                     |
| Highest Non-Law<br>Degree  | Bachelor's Degree      | 139                                 | \$340             | \$200                     | \$245                    | \$310                | \$400                    | \$555                     |
|  | Master's Degree        | 51                                  | \$350             | \$200                     | \$250                    | \$300                | \$450                    | \$590                     |
|  | Doctorate Degree       | 29                                  | \$348             | \$205                     | \$265                    | \$350                | \$414                    | \$520                     |
| Ethnicity  | White/Caucasian        | 184                                 | \$342             | \$205                     | \$250                    | \$313                | \$402                    | \$518                     |
|  | Black/African American | 6                                   | \$438             | ISD                       | \$333                    | \$445                | \$556                    | ISD                       |
|  | Hispanic/Latino        | 6                                   | \$380             | ISD                       | \$250                    | \$375                | \$470                    | ISD                       |
|  | Asian/Pacific Islander | 17                                  | \$354             | \$183                     | \$210                    | \$315                | \$495                    | \$610                     |
|  | Other                  | 4                                   | \$280             | ISD                       | \$214                    | \$260                | \$366                    | ISD                       |
| Full-time<br>Intellectual<br>Property lawyers<br>and agents in the<br>firm or<br>corporation | 1-2                    | 9                                   | \$299             | ISD                       | \$192                    | \$275                | \$400                    | ISD                       |
|  | 3-5                    | 16                                  | \$280             | \$159                     | \$200                    | \$250                | \$340                    | \$450                     |
|  | 6-10                   | 27                                  | \$285             | \$192                     | \$235                    | \$280                | \$325                    | \$370                     |
|  | 11-25                  | 49                                  | \$326             | \$200                     | \$245                    | \$300                | \$380                    | \$470                     |
|  | 26-50                  | 52                                  | \$325             | \$205                     | \$236                    | \$300                | \$388                    | \$518                     |
|  | 51-100                 | 30                                  | \$417             | \$276                     | \$300                    | \$383                | \$481                    | \$650                     |
|  | 101-150                | 15                                  | \$299             | \$181                     | \$250                    | \$280                | \$330                    | \$467                     |
|  | More than 150          | 17                                  | \$466             | \$349                     | \$398                    | \$425                | \$538                    | \$630                     |